

Sales Component Contribution to Over / (Under) Collection

| 2003-4 Forecast | | | | 2003-4 Actual Sales | | |
|---|--------------------|---------|----------------------|-------------------------|-----------------|-----------------------------------|
| Month | Therms | Price | Dollars | Therms | Price | Dollars |
| November | 15,077,000 | \$0.985 | \$14,851,306 | 11,378,223 | \$0.882 | \$10,038,551 |
| December | 29,832,000 | \$0.702 | \$20,939,595 | 30,661,136 | \$0.849 | \$26,043,262 |
| January | 42,077,000 | \$0.808 | \$33,979,668 | 41,435,708 | \$0.730 | \$30,246,824 |
| February | 40,165,000 | \$0.567 | \$22,791,292 | 45,177,931 | \$0.588 | \$26,569,141 |
| March | 30,808,000 | \$0.496 | \$15,285,640 | 29,100,746 | \$0.465 | \$13,543,778 |
| April | 18,978,000 | \$0.534 | \$10,141,959 | 15,983,002 | \$0.540 | \$8,627,624 |
| May | 10,509,000 | \$0.514 | \$5,405,293 | 8,904,809 | \$0.589 | \$5,246,090 |
| June | 7,248,000 | \$0.666 | \$4,828,307 | 7,173,615 | \$0.662 | \$4,747,355 |
| July | 6,714,000 | \$0.700 | \$4,697,820 | 6,689,971 | \$0.677 | \$4,528,776 |
| August | 6,655,000 | \$0.737 | \$4,905,285 | 6,667,461 | \$0.703 | \$4,689,825 |
| September | 6,940,000 | \$0.737 | \$5,111,811 | 6,940,000 | \$0.736 | \$5,111,032 |
| October | 8,983,000 | \$0.923 | \$8,290,940 | 8,983,000 | \$0.923 | \$8,289,962 |
| Totals | 223,986,000 | | \$151,228,916 | 219,095,602 | | \$147,682,221 |
| | | | | Less 2003-2004 Forecast | | \$151,228,916 |
| | | | | Total Difference | | \$3,546,694 Under-collection |
| Demand Cost (Over) / Under Collection Analysis | | | | 4,890,398 | \$0.1559 | \$762,413 Under-collection |